

Message Text

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PAGE 01 QUITO 00416 212104Z

12

ACTION ARA-20

INFO OCT-01 ISO-00 AID-20 IGA-02 EB-11 COA-02 PM-07 H-03

COME-00 TRSE-00 CIAE-00 INR-10 NSAE-00 RSC-01 DODE-00

MC-02 DRC-01 /080 W

----- 039350

R 212023Z JAN 74

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 9735

C O N F I D E N T I A L QUITO 0416

E.O. 11652: GDS

TAGS: MASS, ETRD, EC

SUBJECT: HYDROFOIL BOATS

REF: STATE 007528

1. ECUADOREAN NAVY INFORMED NAVATT THAT GURMMAN INTERNATIONAL, ON OWN INITIATIVE, APPROACHED GOE WITH OFFER FOR SALE OF HYDROFOIL BOATS. ACCORDING TO CHIEF OF NAVAL MATERIEL, GOE IS GIVING GRUMMAN COURTESY OF STUDY OF PROPOSAL BUT INITIAL REACTION IS: A) PRICE IS TOO HIGH; B) EQUIPMENT TOO SOPHISTAICATE. NAVAL SOURCE STATES CHANCES OF PURCHASE LESS THAN 50 PERCENT BUT MORE LIKE 1 PERCENT.

2. HOW ECUADOR COULD USE BOATS IS ALSO UNDER STUDY.

3. EMBASSY WOULD HAVE NO OBJECTION TO ISSUANCE OF EXPORT LICENSE FOR SALE OF BOATS TO ECUADOR IN UNLIKELY EVENT GOE DECIDES IN FAVOR OF PURCHASE.

4. COMMENT: GRUMMAN'S INDEPENDENT APPROACH TO GOE SOLICITING GOE PURCHASE OF GRUMMAN BOATS AND THEN PRESENTATION OF MATTER TO DEPARTMENT IN WAY SUGGESTING STRONG GOE INTEREST IN SUCH PURCHASE IS LATEST VERSION OF OLD SQUEEZE GAME WITH POTENTIAL FOR EMBARRASSMENT TO EMBASSY AND US GOVERNMENT. WE EXPECT THIS PLOY WILL BE USED WITH GREATER FREQUENCY IN FUTURE. OUR RULE WILL BE TO LISTEN TO GOE, WHICH AWARE OF OUR LICENSING REQUIREMENTS, ON THESE

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MATTERS FIRST AND ONLY THEREAFTER TO THE MERCHANTS.

BREWSTER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EXPORT LICENSES, HYDROFOIL CRAFT, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 21 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974QUITO00416
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: n/a
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740127/aaaaazqd.tel
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Office: ACTION ARA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Reference: STATE 007528
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Review Comment: n/a
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Review Event:
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Review Markings:

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30 JUN 2005

Review Media Identifier:
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Review Release Date: n/a
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Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: HYDROFOIL BOATS
TAGS: MASS, ETRD, EC, US, GRUMMAN AIRCRAFT CORPORATION
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005